

Focus Program Evaluation Form - Period : October 31, 1994 through April 28, 1995

51846 5811

Ship-to Account Name: WAKEFERN FOOD CORP.

Updated Through
Last Input :
6/8/95

Ship-to Account Number: 4257690

Plan Participation: (Check A or B)

Plan A ☒

Plan B ☐

Customer SOM Determination:

RJR Beginning Period Base SOM: 22.8%

RJR Ending Program Period SOM: 21.9%

Result: (+/-) -0.9%

RJR Sales Less Than 100% of Purchases YES

RJR Cartons:

	Qualified # Cartons Sold	Rate/Carton	Payment
Full Price	<u>258,880</u>	<u>0.04</u>	<u>\$10,357.50</u>
Savings	<u>73,030</u>	<u>0.03</u>	<u>\$2,191.17</u>
Total Payment			<u>\$12,578.73</u>

Participant Signature

Title

Date

R. J. Reynolds Tobacco Company

Title

Date

TOTAL P.02

908 521 8560 P.02/02

JUN-28-1995 16:34